

# SECURITY DIRECTOR

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# NEWS

## ■ buying trends: **electronic mortise locks**

# The key to door security: Locking integration

By SHERRY WHITEMORE

Typical locking installations are quickly becoming the "dinosaur" of the industry as end users are seeking more aesthetically pleasing locks and integrated systems.

Electronic mortise locks are one such system that bundles locking components such as electric strikes, card readers, hard wiring and request-for-exit devices into one unit, removing what can be up to one dozen separate pieces of hardware that clutter entrances, said Jay Vaitkus, global product and market manager for Stanley Security Solutions.

"All of the door technology is embedded into the lock," he said. "It is nice, neat and clean. The intelligence is hidden and it is easy to install."

Vaitkus said he believes more se-

curity directors are also interested in integrated systems because of cost savings. Rather than buying access control components separately from multiple manufacturers, electronic mortise systems offer a package deal, and thus in most cases cost less. They also ensure faster troubleshooting, he said.

"If there is a failure you just remove the lock. You don't have to pull the system apart piece by piece to find out what went wrong," he said.

Vaitkus said the future of electronic mortise locks is changing as IP-based products are flooding the market and wireless capabilities are on the wish list of many end users.

An example of those trends, Vaitkus said, is the partnership between Assa Abloy and Cisco Systems — the

companies teamed up to deliver a single network solution for physical and logical access control in the fall of 2006 (see the October issue of *Security Director News*.)

"These systems are easy to manage and upgrade," Vaitkus said.

However, one negative aspect, he cautioned, is that once door access is hooked up to a network, security can be compromised and reduced if an unauthorized user hacks into the system.

Lester LaPierre, marketing manager for Schlage Electronic Security, said wireless lock technology is another driving force in the industry.

"Wireless is gaining critical mass," he said, "and economics is the focus. (End users) are asking what is faster and easier and less disruptive to my organization and what is the best value?"

Wireless is easy to install, LaPierre said, "without having to run wires through walls to every single door as in a typical installation. There is

also less equipment for individuals to tamper with." **SDN**

